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Chicopee Savings Bank's Mike Whitman Named SBA's Lender of the Quarter



SBA Director Maurice Dubé (center) and Lead Lender Relations Specialist Anne Rice Hunt present Michael Whitman, Assistant Vice President, Chicopee Savings Bank, with its *Lender of the Quarter Award* at SBA's quarterly lenders meeting on September 16. Because of the bank's commitment to SBA lending, Chicopee Savings Bank has increased its volume substantially and is ranked #15 on SBA's 8/31/05 bank ranking list (up from #28 at the end of the last fiscal year).

Boston SCORE Recognizes Outstanding Bentley College Business Students

SCORE[®]
Counselors to America's Small Business



Boston SCORE Chapter 20 awarded three scholarships to Bentley College students at SCORE's annual luncheon on September 12, 2005. Left to right: Fred Larson, SCORE Scholarship Chair, Elisabeth Martini, Bentley senior, Shinsuke Motoi, Bentley junior, Fred Tuffile, Bentley Associate Professor of Entrepreneurial Studies and Brian Scott, 2005 Bentley graduate. (See page 2 for story on SBA initiative for young entrepreneurs.)

Calendar of Events

Upcoming Workshops at the Massachusetts SBA Office in Boston at 10 Causeway Street, Room 265

Overview of SBA Programs & Services

10/25: 10 – 11:30 a.m.
Contact Anna Outerbridge at 617-565-8510 to register.

Overview of SBA's 8(a) Business Development Program

10/26: 10 – 11 a.m.
Socially and economically disadvantaged firms will learn about 8(a) program benefits and application procedures, how to gain a preference for federal contracts, how to access sole source contracts and how to become certified. Contact Anna Outerbridge at 617-565-8510 to register.

For Hurricane Katrina disaster loan information, click on:

http://www.sba.gov/disaster_recov/index.html

or call SBA's Disaster Assistance Customer Service Center at 1-800-659-2955. Additionally, disaster has set up a customer service mailbox. Inquiries can be emailed to the Customer Service Assistance Center at disastercustomerservice@sba.gov.

Small Business Week 2006 - Put Your Best Nomination Forward

Every year the federal government sets aside one week to honor and recognize small business owners and advocates. The SBA presents awards to the state winners throughout the nation and to the national winners in Washington, DC. Last year Worcester-based Curtis Tractor Cab, Inc., won the competition for the Massachusetts Small Business Person of the Year and went on to finish in third place in the national competition.

We need your help to keep this record going. Look into your small business portfolios and come up with companies that you feel would be likely candidates for Small Business Person of the Year, Small Business Exporter, Young Entrepreneur and Family-Owned Small Business of the Year. We are also looking for nominations for the following champion awards: Financial Services Champion, Women in Business Champion, Small Business Journalist, Veteran Small Business Champion and Home-based Business Champion.

There are two ways to submit nominations: (1) You can complete a nomination form and we will contact the business for a complete package, or (2) you can submit a complete package on behalf of your nominee. If you elect to send just the form, the deadline for submission is **November 4, 2005**. Complete packages are due by December 2, 2005. (See page 5 for the nomination form; more information on the awards program is available at: <http://www.sba.gov/nominationsguideline.html>.)

eBusiness Support Center for Massachusetts SBDC & CWE Clients

The SBA funds The Information Technology Help Desk, a service of the eBusiness Support Center located at the University of Scranton, in Scranton, PA. Its services are available free-of-charge to clients referred by two of SBA's resource partners: small business development centers and women's business centers. Because the help desk serves only SBDC and women's business center clients, they have been able to streamline a responsive, individualized approach to sharing practical information on information technology and eBusiness needs.



SBDC and women's business centers from Maine to Virginia can receive free professional advice, moving them ever closer to achieving their business goals. All that is needed is a referral from their counselor. To find out more information, visit the Web site for the center at www.sbasupport.org. To learn more about the Massachusetts Small Business Development Center Network, go to www.msbdc.org. Information about The Center for Women & Enterprise, SBA's women's business center in Massachusetts, can be found at www.cweonline.org.

SBA and JA Worldwide Launch Joint Teen Web Site New Web Site Supports Strong Teen Interest in Business Ownership

A new cosponsored Web site targeting young entrepreneurs who want to start, run or grow their own businesses was launched by the SBA and Junior Achievement Worldwide.

The new Web site, ***Mind Your Own Business*** at www.mindyourownbiz.org, is designed to support the growing interest in entrepreneurship among teens, and serves as a small business portal for youth entrepreneurs, providing necessary resources and information essential in realizing their dreams of business ownership. The ***Mind Your Own Business*** Web site provides five easy-to-navigate steps on business ownership for entrepreneurial-minded teens, each with valuable information to help take teens from brainstorm to business.

The SBA also unveiled its teen Web site ***Teen Business Link***, at www.sba.gov/teens. The Web site has been revamped to include streaming video, animation and interactive sound clips. ***Teen Business Link*** lays the foundation for the next generation of entrepreneurs and provides tools and resources on small business basics. Both the ***Mind Your Own Business*** and ***Teen Business Link*** Web sites will help to introduce teens to the idea of small business ownership as an entrepreneurial career.

SBA Programs & Services Community Workshops

10/5: Wachusett Chamber of Commerce, Clinton, 8:30 – 10 a.m.
Contact Bob Nelson at 413-785-0484 or robert.nelson@sba.gov.

10/19: CareerWorks, Brockton, 2 – 4 p.m.
Call 508-513-3400 to register.

10/20: Plymouth Career Center, 10 – 12 noon.
Contact the career center at 508-732-5399 to register.

“Connect with the SBA” Community Workshop

10/17: Methuen, Dept. of Economic & Community Development, 41 Pleasant Street, 9 a.m. – 12 noon. Contact Anna Outerbridge at 617-565-8510 or anna.outerbridge@sba.gov to register.

Workshops:

9 a.m. – Finance Your Dreams”;

10 a.m. – Training & counseling programs available through SBA;

11 a.m. Government Contracting.

Register for one or all three.

Small Businesses Garnered a Record \$69 Billion In Federal Contracts in Fiscal Year 2004

U.S. small businesses reaped a record \$69.23 billion in federal prime contracts last year, surpassing the previous high by almost 6 percent. The contracts represented 23.09 percent of federal prime contracting dollars and 43.7 percent of federal prime contracting actions in fiscal year 2004.

The report from the Federal Procurement Data Center (FPDC) shows federal prime contracting in 2004 amounted to \$299.9 billion on 9.97 million contracting actions. Small businesses garnered \$69.23 billion on 4.36 million actions.

Of the \$299.9 billion awarded in federal prime contracts, about \$210.7 billion, or more than 70 percent, was awarded by the Department of Defense. Defense awarded \$46.9 billion of its contracts, or about 22.27 percent, to small businesses.

The FPDC report showed that small disadvantaged businesses surpassed their 5 percent goal, registering 6.18 percent of total federal prime contracting dollars with \$18.54 billion in prime contracts. Participants in the SBA’s 8(a) Business Development program received \$8.44 billion in contracts, or 2.8 percent of the total. Contracts to small businesses in economically distressed communities through SBA’s HUBZone program increased by 40 percent, to \$4.78 billion.

The dollars to women-owned small businesses increased by \$814.6 million to a record \$9.1 billion, about 3 percent of the government wide total. Contracts to service-disabled veteran-owned small businesses more than doubled, reaching \$1.15 billion, up from \$550 million in FY 2003.

The FPDC report also shows that 59.1 percent of SBA’s contracting dollars went to small businesses in FY 2004, up from 48.1 percent in FY 2003.

To see the full report, visit <http://www.sba.gov/GC/goals/Goaling-Report-08-21-2005.pdf>. For supplemental information on the data, visit <http://www.sba.gov/GC/goals/fy04-Supplemental-Info.pdf>.

Financial Foundation for Your Business

The Center for Women & Enterprise will offer a new program through its Boston and Worcester centers. Called Financial Foundation for Your Business, it will help aspiring entrepreneurs understand how personal goals and finances will impact their businesses. In this four-week program, participants will begin to set financial goals for their businesses, learn about budgeting, start to identify start up costs and acquire the basic financial management tools for starting a business.

This new program is part of a series of program offerings at CWE that help small business owners manage their business financials and access capital. Through workshops such as Keeping the Books and Fiscal Fitness, entrepreneurs at all stages can acquire the skills needed to successfully manage their finances. Working with the SBA, CWE also assists women entrepreneurs obtain debt financing for business start and growth. For more information go to: www.cweonline.org or call 617-536-0700.



Save the Date

The Massachusetts SBA office and Boston’s Hispanic-American Chamber of Commerce will present a half-day *Jumpstart Your Business* forum on Thursday, October 27, 2005, at The Landmark Center in Boston. Four one and one half hour workshops will be offered beginning at 8:45 a.m. and ending at 12 noon. Workshops include: E-Commerce, Marketing, Finance and Business Legal Issues, followed by a sit-down luncheon at 12:30. Pre-registration is required and the event is free of charge. Luncheon seating will be provided on a first-come, first-serve basis, so call or e-mail Anna Outerbridge at SBA at 617-565-8510 or anna.outerbridge@sba.gov to reserve your space.

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Quarterly Lender Workshop in Boston on October 5, 2005

9 – 11 a.m. SBA 101 covers SBA lending programs. This workshop is targeted to new SBA lenders or lenders looking to brush up on SBA lending practices.

1 – 3 p.m. A workshop covering the basics of liquidating an SBA loan.

Both workshops are held at the SBA office in Boston at 10 Causeway Street, Room 265. Please contact Anna Outerbridge at 617-565-8510 or anna.outerbridge@sba.gov to register.

Top Twenty SBA 7(a) Loan Guaranty Lenders from 10-1-04 – 8-31-05

	LENDER NAME	GROSS AMOUNT	LOANS
1	CITIZENS BANK	\$51,431,200.00	1149
2	BANK OF AMERICA, NATIONAL ASSOCIATION	\$13,027,300.00	371
3	SOVEREIGN BANK	12,228,300.00	167
4	CAPITAL ONE FEDERAL SAVINGS BANK	\$6,530,000.00	145
5	TD BANKNORTH, NATIONAL ASSOCIATION	\$18,480,000.00	126
6	EASTERN BANK	\$6,863,100.00	49
7	BANK OF WESTERN MASSACHUSETTS	\$8,012,300.00	48
8	FALL RIVER FIVE CENTS SAVINGS BANK	\$5,120,200.00	48
9	HERITAGE COOPERATIVE BANK	\$8,177,800.00	45
10	DANVERSBANK	\$6,943,400.00	42
11	SOUTH SHORE SAVINGS BANK	\$2,562,000.00	37
12	GREYLOCK FCU	\$2,707,200.00	30
13	ROCKLAND TRUST COMPANY	\$5,390,000.00	27
14	CENTURY BANK AND TRUST COMPANY	\$1,695,000.00	24
15	CHICOPEE SAVINGS BANK	\$1,689,077.00	23
16	ENTERPRISE BANK AND TRUST COMPANY	\$2,807,920.00	22
17	FLORENCE SAVINGS BANK	\$2,049,000.00	22
18	INDEPENDENCE BANK	\$6,769,000.00	22
19	CIT SMALL BUSINESS LENDING CORP	\$12,139,000.00	20
20	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$725,000.00	16
Total 7(a) loans		\$ 261,549,677	2767

**SBA 504/CERTIFIED DEVELOPMENT COMPANY
PROJECTS 10/1/04 – 8/31/05**

	LENDER NAME	GROSS AMOUNT	LOANS
	BAY COLONY DEVELOPMENT CORPORATION	\$23,019,000.00	44
	SOUTH EASTERN ECONOMIC DEVELOPMENT CORPORATION	\$12,320,000.00	31
	NEW ENGLAND CERTIFIED DEVELOPMENT CORPORATION	\$14,671,000.00	24
	GRANITE STATE ECONOMIC DEVELOPMENT CORPORATION	\$10,340,000.00	21
	SOUTH SHORE ECONOMIC DEVELOPMENT CORPORATION	\$3,510,000.00	7
	WORCESTER BUSINESS DEVELOPMENT CORPORATION	\$3,251,000.00	7
	OCEAN STATE BUSINESS DEVELOPMENT AUTHORITY	\$383,000.00	1
	TOTAL:	\$67,494,000.00	135

2006 SBA SMALL BUSINESS AWARD NOMINATIONS

Help us recognize outstanding small business leaders

SMALL BUSINESS AWARD CATEGORIES

check appropriate category

____ **Small Business Person of the Year:** For developing an outstanding, growing business, innovative product(s), increasing jobs, increasing sales, overcoming adversity, and community contributions.

____ **Small Business Exporter:** Significantly increased export sales and profits, encouraging other firms to export, increased jobs through exports, and innovative methods of creating markets.

____ **SBA Young Entrepreneur:** Owner will not reach 30th birthday by June 1, 2006, three-year evidence of success in sales and profits, increased jobs, innovative products, demonstrated potential.

____ **Jeffrey H. Butland Family-Owned Business:** Family-owned business with a 15-year track record and that has been passed one from one generation to another. Has demonstrated increased sales and increased employment.

Small Business Champions of the Year: Those promoting small business by volunteering time and service, and advocating the cause of small business. Champions do not have to be small business owners.

- ____ **Financial Services Champion:** Encourages the flow of capital to small ventures.
- ____ **Minority Small Business Champion:** Advances business ownership for minorities.
- ____ **Women in Business Champion:** Increases opportunities for women in business.
- ____ **Veteran Small Business Champion:** Increases business opportunities for veterans.
- ____ **Small Business Journalist:** Journalists who promote small business issues and contributions.
- ____ **Home-Based Business Champion:** Volunteers to improve climate for home-based businesses.

NOMINEE INFORMATION

I/we nominate _____
Title _____
Company/Organization _____
Address _____
City _____ Zip _____
Phone _____ Fax _____ E-mail _____
Web site _____

NOMINATOR'S INFORMATION:

Nominator Name _____
Title _____
Organization _____
Address _____
City _____ Zip _____
Phone _____ Fax _____ E-mail _____
Web site _____

Reply by **NOVEMBER 4, 2005**. Mail (or fax 617-565-5597) this form to: Small Business Awards Committee, U.S. Small Business Administration, 10 Causeway Street, Room 265, Boston, MA 02222.

For more information, call 617-565-5572, or e-mail joan.trudell@sba.gov. Self-nominations will be accepted. This form may be duplicated. For further consideration, a nomination binder with detailed materials will be requested. SBA will contact the nominator with details. Thanks for your support!